



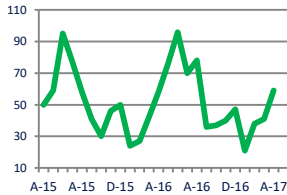
Focus On: Potomac Housing Market

April 2017

Zip Code(s): 20854

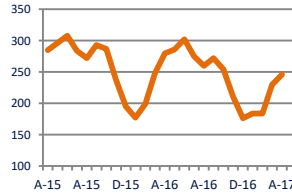
Units Sold

59



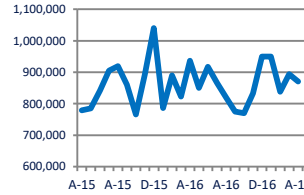
Active Inventory

246



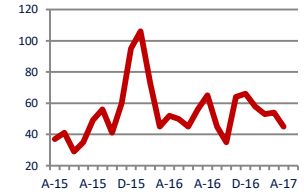
Median Sale Price

\$870,000



Days On Market

45



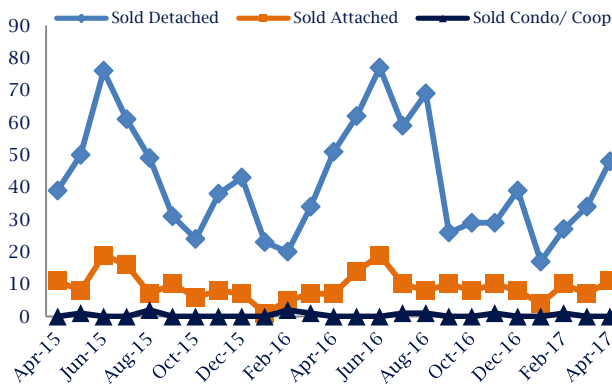
Up 2%
Vs. Year Ago

Down -12%
Vs. Year Ago

Down -7%
Vs. Year Ago

Down -13%
Vs. Year Ago

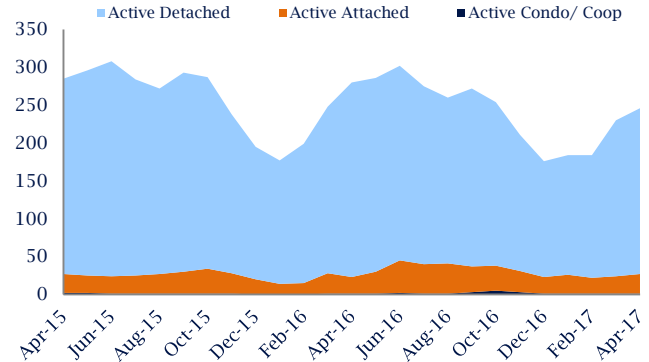
Units Sold*



Units Sold

There was an increase in total units sold in April, with 59 sold this month in Potomac. This month's total units sold was higher than at this time last year.

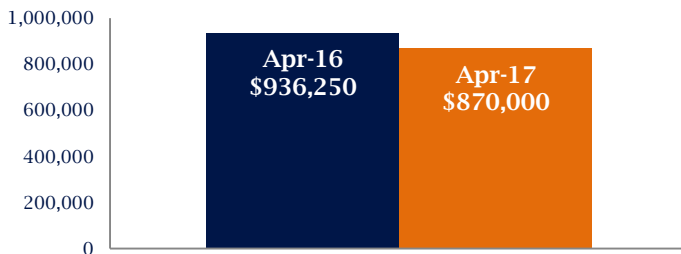
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 12%. The total number of active inventory this April was 246 compared to 280 in April 2016. This month's total of 246 is higher than the previous month's total supply of available inventory of 230, an increase of 7%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Potomac Homes was \$936,250. This April, the median sale price was \$870,000, a decrease of 7% or \$66,250 compared to last year. The current median sold price is 3% lower than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



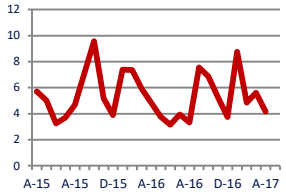
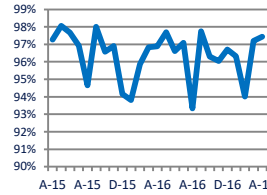
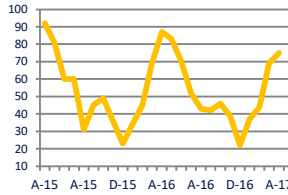
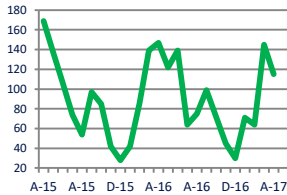


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April 2017

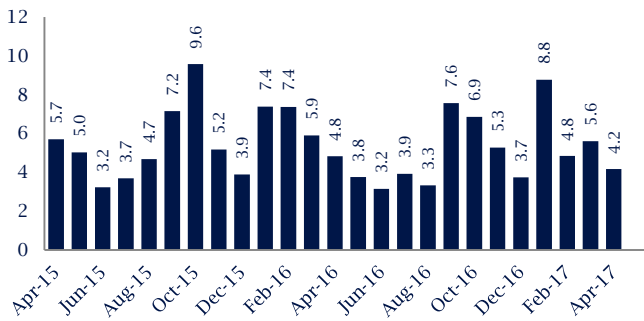
Zip Code(s): 20854

New Listings 115	Current Contracts 75	Sold Vs. List Price 97.4%	Months of Supply 4.2
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Down -22% Vs. Year Ago	Down -14% Vs. Year Ago	Up 0.6% Vs. Year Ago	Down -14% Vs. Year Ago
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Months Of Supply



Months of Supply

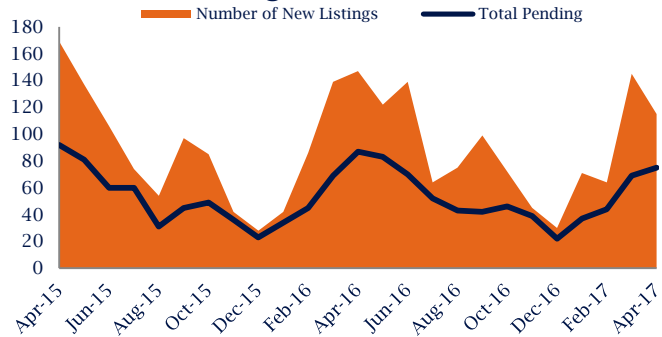
In April, there was 4.2 months of supply available in Potomac, compared to 4.8 in April 2016. That is a decrease of 14% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Potomac compared to 147 in April 2016, a decrease of 22%. There were 75 current contracts pending sale this April compared to 87 a year ago. The number of current contracts is 14% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Potomac was 97.4% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 52, a decrease of 13%.

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